

# CASE STUDY

## SPECIALTY CONTRACTOR IMPROVES CASH FLOW 10X WITH CUMULUS JOB MANAGEMENT SOLUTION

### SUMMARY

With Cumulus, Coleman Fire Protection gained a powerful job management solution that enabled them to improve cash flow 10x within months, with better:

- Visibility into job status and profitability, 24/7 from any device
- Efficiency in planning of resources and scheduling
- Ability to manage receivables and payables with precision

“With Cumulus Job Management, we have everything at our fingertips to make the right decisions to assure an on-time and on-budget job.”

-John Coleman, Owner  
Coleman Fire Protection

### NEEDED MORE THAN QUICKBOOKS COULD DELIVER

Coleman Fire Protection is a specialty contractor providing commercial fire suppression systems for new or existing construction and services. Previously, Coleman Fire Protection was managing their jobs and business with QuickBooks, white boards and spreadsheets. They often spent many hours a week searching for documentation relating to jobs, generating invoices, trying to measure the profitability of a job, and determining if they had enough resources to complete the jobs on-time and on-budget. Their business was doubling and growing at a rate that made it impossible for them to continue operating in this manner.

They spent years looking for a solution to help operate more efficiently but felt most of the solutions were too complicated or too expensive. After evaluating several solutions, they selected Cumulus Job Management Solution by Cumulus Applications. This solution has provided them with a single, integrated solution to automate and streamline all aspects of job management.

Now they can quickly find any information about their jobs, from any location or device. Their weekly job reviews have dramatically improved and they can quickly:

- View the status of any job
- Track estimated, committed and actual costs
- Access all documentation 24/7, from any device
- View labor hours and costs
- Assign tasks
- Document any issues
- Review resource requirements
- Determine progress billing amounts

### BETTER ABILITY TO TRACK JOB PROFITABILITY

It is crucial for a contractor to know the breakdown of the cost of a job, so adjustments can be made to current jobs, future bids, suppliers or subcontractors. But it had become nearly impossible for Coleman Fire Protection to truly know the profitability of a job by cost code. They could view the overall job profitability in QuickBooks, but they were unable to see the details by cost breakdown or any committed costs.

With Cumulus, they are able to track estimated, committed, and actual cost by job and cost code. They no longer have to go to multiple locations to find out this information; they can instantly view the summary cost by job and cost code, and with a click view the details. Cost codes are user-defined so they can select what they want to track such as inside or underground material, labor, equipment rentals, design and engineering, permits, and buy outs. This ability to more efficiently manage costs has transformed their business.

### MORE ACCURATE RESOURCE PLANNING

A job's "actual versus estimated" hours and sprinkler heads were previously being tracked on a white board. A spreadsheet helped them with scheduling, but it was difficult to keep it updated and was highly prone to errors.

With the Cumulus Job Management resource for forecasting and planning, they can easily manage the resources required on a job. They can determine if they have enough manpower to complete their jobs on-time and on-budget, and if needed, adjust resources to assure the job is profitable.

### TIGHTER CONTROL OVER CASH FLOW

Managing cash flow is critical for the survival of any business but especially for contractors. A contractor's cash receipts and payments revolve around the accuracy of the job status. If jobs are incorrectly invoiced or the deadline for invoicing is missed, the contractor doesn't get paid that month – which means their vendors don't get paid either.

Progress billing used to take days, trying to determine what had been billed, needed to be billed, change orders, and tracking ODP contracts. Oftentimes it wasn't accurate, or the job didn't get invoiced.

Invoicing is now completed in a couple of hours, including the G702 & G703 documents. Tracking retainage, final retainage, change orders and deductive change orders for ODP contracts is now easily accomplished. They feel confident they are paying vendors based on the progress of the job and the receipt of payments from the job. Cash flow is so much better, they are in control and know exactly their cash position at any given time.

### CONCLUSION

Coleman Fire Protection spent years looking for a solution that could help them manage their jobs more effectively and efficiently. They reviewed several solutions that were either too complicated, offered features they would never use, or were very expensive. QuickBooks didn't provide the level of tracking they needed, and they couldn't access it from the field. They had to manage their jobs using spreadsheets, and white boards and never really knew if the information was accurate or up-to-date.

The Cumulus Job Management Solution has transformed how Coleman Fire Protection operates. Today, they have the information they need to make informed decisions. They have saved countless hours that used to be spent searching for information and trying to determine the profitability of a job. Invoicing errors have been dramatically reduced, they are getting paid on-time, and with better control over cash flow they are only paying for what is due. They have the confidence to take on more jobs and grow the business, knowing they are "in the know."

Let Cumulus Applications Corporation transform your business too!

#### About Coleman Fire Protection, LLC

Founded in 2010, Coleman Fire Protection provides commercial fire suppression systems. Inspections, service and repairs. The founders have than 75 years of experience. They have completed hundreds of jobs and have doubled their business over the last year. Their jobs run from a couple of months to over a year.

#### About Cumulus Applications Corporation

Founded in 2016, Cumulus Applications Corporation provides job management solutions to help contractors, subcontractors and specialty contractors manage their jobs and businesses. The founders have over 70 years of combined experience in the computer software industry, developing, marketing, supporting and servicing companies of all sizes.